



State of Delaware



**Office of Management and Budget
Government Support Services**

**Diversity Initiatives
and
Agency Scorecards**

FY2023

July 1, 2022 to June 30, 2023

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Agencies' SCORE CARD FY2023 ANNUAL REPORT

Diverse Business Spend

The FY2023 Annual total spend is \$759.6Million with the Supplier Diversity community (Diverse + SBF), which is a combined increase of 5.4% over FY2022. For Diverse Businesses the FY2023 spend amount includes \$357.0M of spend with the diverse business community, of which \$149.7M is direct with certified OSD Diverse businesses, \$21.2M is indirect with Tier II, and \$186.1M is with W9 self-identified diverse firms. The Department of Education (DOE), inclusive of the School Districts, has the highest spend percentage with the collective diverse business community at 40.8%. Four agencies account for 68.9% of annual spend with the diverse community (inclusively of OSD Certified and W9 self-identified businesses), each of whom met or exceeded the annual average of 4.2%: DOE (40.8%), DHSS (17.4%), DelDOT (6.0%) and Technology (4.7%).

AGENCY	OSD Diverse Certified FY2022	% of OSD Diverse Spend	W9 Self Certified FY2022	% of W9 Spend	OSD Diverse + W9 Spend	Total Agency Spend	OSD + W9 % of Total Spend
Legislative	\$132,144	0.09%	\$2,362,160	1.27%	\$2,494,304	\$98,197,237	2.54%
Judicial	\$678,398	0.45%	\$1,438,354	0.77%	\$2,116,752	\$18,336,976	11.54%
Executive	\$3,990,144	2.67%	\$5,038,234	2.71%	\$9,028,378	\$876,922,967	1.03%
Technology	\$10,935,065	7.30%	\$4,934,316	2.65%	\$15,869,381	\$70,714,005	22.44%
Other Elective	\$406,424	0.27%	\$1,617,037	0.87%	\$2,023,461	\$145,946,309	1.39%
Legal	\$366,677	0.24%	\$1,625,766	0.87%	\$1,992,443	\$16,979,707	11.73%
Human Resources	\$2,400,214	1.60%	\$121,554	0.07%	\$2,521,769	\$14,879,627	16.95%
State	\$2,214,106	1.48%	\$7,704,174	4.14%	\$9,918,280	\$139,633,783	7.10%
Finance	\$414,603	0.28%	\$10,690,639	5.74%	\$11,105,242	\$344,198,275	3.23%
DHSS	\$35,361,030	23.62%	\$22,933,189	12.32%	\$58,294,219	\$4,004,256,463	1.46%
DSCYF	\$2,175,394	1.45%	\$2,962,289	1.59%	\$5,137,682	\$85,351,875	6.02%
Correction	\$6,019,407	4.02%	\$6,288,643	3.38%	\$12,308,050	\$106,756,675	11.53%
DNREC	\$8,376,401	5.60%	\$3,764,420	2.02%	\$12,140,821	\$150,085,874	8.09%
DSHS	\$1,369,352	0.91%	\$3,237,121	1.74%	\$4,606,473	\$88,802,851	5.19%
DelDOT	\$9,728,545	6.50%	\$10,316,867	5.54%	\$20,045,411	\$734,703,926	2.73%
Labor	\$8,517,100	5.69%	\$3,600,909	1.93%	\$12,118,009	\$54,950,853	22.05%
Agriculture	\$71,972	0.05%	\$798,786	0.43%	\$870,757	\$66,100,714	1.32%
Elections	\$1,685,191	1.13%	\$658,339	0.35%	\$2,343,530	\$10,590,467	22.13%
Fire	\$16,537	0.01%	\$28,839	0.02%	\$45,376	\$7,858,133	0.58%
Natl Guard	\$2,627,857	1.76%	\$1,893,902	1.02%	\$4,521,758	\$20,545,384	22.01%
Exceptional Citizens	\$2,907	0.00%	\$1,045	0.00%	\$3,952	\$25,592	15.44%
Higher Education	\$3,894,325	2.60%	\$2,929,182	1.57%	\$6,823,506	\$280,927,631	2.43%
Education	\$45,991,368	30.72%	\$91,159,784	48.98%	\$137,151,152	\$1,117,220,340	12.28%
Housing Authority*	\$2,334,557	1.56%	\$0	0.00%	\$2,334,557	\$6,250,601	37.35%
Total	\$149,709,716	100.00%	\$186,105,547	100.00%	\$335,815,263	\$8,460,236,266	3.97%

*Housing Authority figures do not include Q4 Kent County data

Agencies' SCORE CARD FY2023 ANNUAL REPORT

Small Business Spend

The FY2023 Annual total spend is \$759.6Million with the Supplier Diversity community (Diverse + SBF), which is a combined increase of 5.4% over FY2022. For Small Businesses this amount includes \$402.6M of direct spend with the small business community, of which \$26.0M is with certified OSD SBF vendors and \$376.6M is with W9 self-identified small firms. The Department of Education (DOE), inclusive of the School Districts, has the highest OSD SBF Certified and W9 self-identified business spend percentage with the collective small business community at 45.2%. Four agencies account for 72.2% of annual spend with the small business community (inclusively of OSD Certified and W9 self-identified businesses), each of whom exceeded the annual average of 4.2%: DOE (45.2%), DHSS (13.8%), Finance (6.9%), and DelDOT (6.3%).

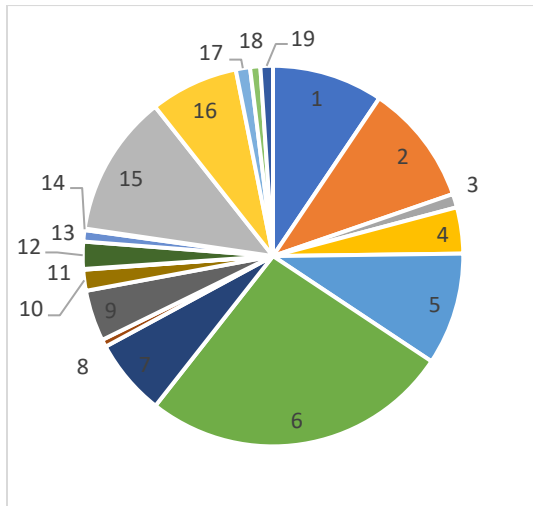
AGENCY	OSD SBF Certified FY2023	% of OSD SBF Spend	W9 Self Certified FY2023	% of W9 Spend	OSD SBF + W9 Spend	Total Agency Spend	OSD SBF + W9 % Total Spend
Legislative	\$4,286	0.0%	\$8,666,851	2.3%	\$8,671,138	\$98,197,237	8.83%
Judicial	\$6,339	0.0%	\$2,361,370	0.6%	\$2,367,708	\$18,336,976	12.91%
Executive	\$816,603	3.1%	\$7,215,058	1.9%	\$8,031,660	\$876,922,967	0.92%
Technology	\$1,672	0.0%	\$11,295,460	3.0%	\$11,297,132	\$70,714,005	15.98%
Other Elective	\$5,399	0.0%	\$2,832,085	0.8%	\$2,837,484	\$145,946,309	1.94%
Legal	\$23,412	0.1%	\$4,515,066	1.2%	\$4,538,478	\$16,979,707	26.73%
Human Resources	\$6,994	0.0%	\$432,826	0.1%	\$439,820	\$14,879,627	2.96%
State	\$337,123	1.3%	\$8,833,782	2.3%	\$9,170,905	\$139,633,783	6.57%
Finance	\$3,953	0.0%	\$27,644,378	7.3%	\$27,648,331	\$344,198,275	8.03%
DHSS	\$5,021,177	19.3%	\$50,712,604	13.5%	\$55,733,781	\$4,004,256,463	1.39%
DSCYF	\$1,001,838	3.9%	\$4,644,735	1.2%	\$5,646,572	\$85,351,875	6.62%
Correction	\$516,319	2.0%	\$14,563,961	3.9%	\$15,080,279	\$106,756,675	14.13%
DNREC	\$411,151	1.6%	\$11,150,370	3.0%	\$11,561,521	\$150,085,874	7.70%
DSHS	\$145,638	0.6%	\$4,170,165	1.1%	\$4,315,804	\$88,802,851	4.86%
DelDOT	\$1,724,820	6.6%	\$23,442,532	6.2%	\$25,167,352	\$734,703,926	3.43%
Labor	\$425,115	1.6%	\$12,384,717	3.3%	\$12,809,831	\$54,950,853	23.31%
Agriculture	\$16,930	0.1%	\$861,375	0.2%	\$878,305	\$66,100,714	1.33%
Elections	\$10,239	0.0%	\$4,267,427	1.1%	\$4,277,666	\$10,590,467	40.39%
Fire	\$16,094	0.1%	\$245,563	0.1%	\$261,658	\$7,858,133	3.33%
Natl Guard	\$201,336	0.8%	\$419,367	0.1%	\$620,702	\$20,545,384	3.02%
Exceptional Citizens	\$0	0.0%	\$1,000	0.0%	\$1,000	\$25,592	3.91%
Higher Education	\$739,086	2.8%	\$8,402,880	2.2%	\$9,141,966	\$280,927,631	3.25%
Education	\$14,546,466	56.0%	\$167,518,963	44.5%	\$182,065,429	\$1,117,220,340	16.30%
Housing Authority*	\$0	0.0%	\$0	0.0%	\$0	\$6,250,601	0.00%
Total	\$25,981,989	100.0%	\$376,582,534	100.0%	\$402,564,523	\$8,460,236,266	4.8%

*Housing Authority figures do not include Q4 Kent County data

DOE & School Districts SCORE CARD FY2023 ANNUAL REPORT

Diverse Business Spend

School Districts spent \$39.0 Million with the certified Supplier Diversity community in FY2023



FY2023 % Spend Depicted

#	District	FY2022	FY2023	% of FY23 Total
1	Appoquinimink	\$4,254,460	\$3,678,682	9.4%
2	Brandywine	\$3,409,390	\$4,008,470	10.3%
3	Caesar Rodney	\$1,099,957	\$450,850	1.2%
4	Cape Henlopen	\$4,418,008	\$1,528,985	3.9%
5	Capital	\$2,868,060	\$3,719,792	9.5%
6	Christina	\$6,093,268	\$10,240,569	26.3%
7	Colonial	\$873,966	\$2,539,685	6.5%
8	Delmar	\$550	\$246,003	0.6%
9	Indian River	\$1,315,992	\$1,690,316	4.3%
10	Lake Forest	\$248,648	\$694,468	1.8%
11	Laurel	\$637,740	\$25,230	0.1%
12	Milford	\$372,644	\$897,450	2.3%
13	New Castle	\$591,498	\$376,851	1.0%
14	Polytech	\$6,486	\$49,733	0.1%
15	Red Clay	\$4,591,387	\$4,699,008	12.1%
16	Seaford	\$1,295,385	\$2,922,628	7.5%
17	Smyrna	\$93,080	\$470,656	1.2%
18	Sussex Cnty	\$121,729	\$338,876	0.9%
19	Woodbridge	\$174,953	\$414,180	1.1%
	Total	\$32,467,202	\$38,992,431	100.0%

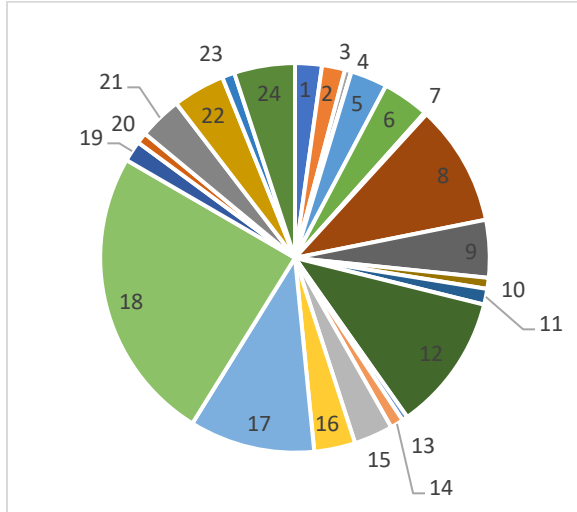
FY2023 saw a 20.1% increase in spend with the OSD Certified diverse business community by the School Districts when compared to FY2022.

Spend	FY2022	FY2023
School Districts	\$32,467,202	\$38,992,431
% change from last fiscal year		20.1%

DOE & Charter Schools SCORE CARD FY2023 ANNUAL REPORT

Diverse Business Spend

Charter Schools spent \$4.6Million with the certified Supplier Diversity community in FY2023



FY2023 % Spend Depicted

	Charter School	FY2022	FY2023	% of FY23 Total
1	Academia Antonia	\$160,101	\$101,532	2.2%
2	Academy of Dover	\$62,469	\$87,111	1.9%
3	Bryan Allen		\$24,170	0.5%
4	Campus Community	\$148,852	\$1,090	0.0%
5	Charter School of	\$36,019	\$139,004	3.0%
6	Delaware Military	\$63,499	\$175,797	3.9%
7	Early College High	\$4,124	\$9,100	0.2%
8	East Side Charter	\$116,340	\$458,576	10.1%
9	Family Foundations	\$309,640	\$217,953	4.8%
10	First State Military	\$29,007	\$41,644	0.9%
11	First State	\$148,819	\$59,661	1.3%
12	Freire Charter	\$195,819	\$517,938	11.4%
13	Gateway Lab School	\$48,106	\$21,300	0.5%
14	Great Oaks Charter	\$129,137	\$49,667	1.1%
15	Kuumba Academy	\$85,286	\$147,340	3.2%
16	Las Americas	\$43,271	\$155,553	3.4%
17	MOT Charter School	\$42,951	\$474,811	10.4%
18	Newark Charter	\$708,628	\$1,118,790	24.5%
19	Odyssey Charter	\$44,035	\$78,653	1.7%
20	Positive Outcomes	\$27,574	\$41,436	0.9%
21	Providence Creek	\$139,503	\$162,710	3.6%
22	Sussex Academy of	\$119,292	\$197,664	4.3%
23	Sussex Montessori	\$24,840	\$47,429	1.0%
24	Thomas A. Edison	\$231,849	\$230,115	5.0%
	Total	\$2,919,161	\$4,559,043	100.0%

FY2023 saw a 56.2% increase in spend with the OSD Certified diverse business community by the Charter Schools when compared to FY2022.

Spend	FY2022	FY2023
Charter School Districts	\$2,919,161	\$4,559,043
% change from last fiscal year		56.2%

Delaware's Supplier Diversity & Small Business Community Spend Snapshot

For the year FY2023, the State of Delaware spent \$759.6M with the Supplier Diversity and Small Business community, a 5.4% increase over FY2022. This is inclusive of diverse spend of \$357.0M, including \$335.8M in direct spend with the OSD and W9 self-identified businesses, and \$21.2M in indirect spend with awarded contract Tier II spend, and direct small business spend of \$402.6M.

	FY2021 ANNUAL	FY2022 ANNUAL	FY21-FY22 % Change	FY2023 ANNUAL	FY22-FY23% Change
Direct spend with OSD Certified + W9 + DSHA	\$299,796,584	\$295,669,911	-1.4%	\$335,815,263	13.6%
Indirect spend. Tier II	\$26,365,164	\$24,909,955	-5.5%	\$21,243,283	-14.7%
TOTAL Supplier Diversity spend (include W9, OSD & Tier II)	\$326,161,748	\$320,579,866	-1.7%	\$357,058,546	11.4%
Direct spend with SBF Certified	\$25,773,639	\$29,880,801	15.9%	\$25,981,989	-13.0%
Direct spend with W9 small firms	\$327,355,922	\$370,412,697	13.2%	\$376,582,534	1.7%
TOTAL Small Business spend (include W9 & SBF)	\$353,129,561	\$400,293,498	13.4%	\$402,564,523	0.6%
TOTAL (direct and indirect, all diverse & small)	\$679,291,309	\$720,873,364	6.1%	\$759,623,069	5.4%

About the Score Cards

The Score Cards for Annual reporting are included above at pages one through four and created using data from First State Financials (FSF), JP Morgan, DSHA contracting reports, State Agency & GSS Tier II reports and DelDOT Subcontractor reports. The first two pages of Score Cards capture Annual spending by Agency with diverse businesses and with small businesses and the third and fourth pages are Score Cards capturing Annual spend with diverse businesses by the School Districts and Charter Schools. In addition to looking at direct spend with OSD Certified firms and with W9 self-identified diverse firms, the scorecards explore spend with OSD Certified firms and W9 self-identified firms including a combined calculation of spend with

OSD Certified and W9 Self-identified firms. As a change effective for FY2019, these Score Cards report the Discretionary Spend of the Agency for the period and provide a calculation of the percent of diverse (OSD + W9) spend as compared to the same Agency's total Discretionary Spend for the quarter. Similar calculations are reported for Small Business spending within each Agency on the second Score Card.

Spend Types: One-Time and Regular Need

There are different types of spend and it is important to be aware that some Agencies have One-Time spend as well as Regular Need spend. It is important to note that some quarters and years demonstrate a large increase in spend and those are most often attributable to One-Time spend rather than Regular Need spend. One-Time spend often involves Capital Budget activities to build or perform a major renovation of physical property owned by the State or Agency. One-Time spend may also include Professional Service costs to cover a survey or an analysis of the current state of services. This type of spend is not a regular and on-going need, but rather an event, such as the construction of a school, housing, or other government building (you only build it once). Similarly, the professional service of analysis and report of current state may be a one-time need, which may be followed by other services that may be one-time or may be regular need. Regular Need spend is constituted by the ongoing needs of the State and Agencies in their usual operations. Many of the Regular Needs are managed in the GSS central contracts (such as office supplies; school supplies; laboratory supplies; public and life safety supplies and services; building maintenance and plumbing supplies and tools; food and beverage; fuel; technology hardware, software, and services; and much more) but may also be included in specific Agency contracts as well. GSS Central Contracts and Agency Contracts are posted within the GSS MyMarketplace site at: <https://mymarketplace.delaware.gov/>

Subcontracting/Tier II Report

Subcontracting work is not performed directly with the State, but rather is when an Awarded vendor that is on contract with the state has subcontractors and suppliers who work for them in their overall performance for the State. The Awarded vendor is responsible for all work. The State requires Awarded vendors to provide a Tier II report, sharing with us the diverse stats of

any subcontractor or supplier that is a certified vendor in the performance of state work. This chart compares FY2023 Tier II work to FY2022 Tier II work.

Diverse	FY2022	FY2023	% change
DelDOT DBE Subcontracting	\$20,847,943	\$19,043,283	-8.7%
GSS & State Tier II	\$4,062,012	\$2,200,000	-45.8%
Total	\$24,909,955	\$21,243,283	-14.7%

Tier II reporting is indirect spend, meaning that the spend is not direct from the State to the Tier II vendor, but rather is paid to an awarded contractor and that contractor has included a diverse vendor in their supply chain or sub-contracting opportunities. The awarded contractor pays the Tier II vendor and reports on these activities to the State. Government Support Services (GSS) receives subcontracting and supply chain information on central contracts from the prime or awarded contractors. Tier II reporting has a lag period to gather all data as we rely upon prime vendors to report their supplier diversity spend with subcontractors (Tier II) and that data extends past a quarter end.

Government Support Services, Contracting Unit, Outreach

The GSS Contracting Unit manages all aspects of central or statewide contracts. As part of this team's commitment to a fair and equitable bidding each contract supervisor and officer performs outreach as the contracts they manage are opened for bid and posted within

<https://bids.delaware.gov/>. Businesses that have registered within the state's free Vendor Notification Service receive notification of newly posted bids when registration credentials match the United Nations Standard Products and Services Code® (UNSPSC®)¹ codes that the business selected when registering.

Delaware Open Data Portal

The Government Support Services (GSS) Outreach by Contract dataset is listed in the Delaware Open Data² portal. This dataset is included in the '[Government & Finance](#)' tab and represents the number of vendors contacted by contract and outreach type for solicitations conducted by

¹ UNSPSC data and information is located at: <https://www.unspsc.org/>

² <https://data.delaware.gov/>

Government Support Services. Outreach type numbers include Office of Supplier Diversity (OSD) and U.S. Small Business Administration (SBA) businesses who were invited to consider responding to the Government Support Services solicitation.

Trainings offered to the Vendor Community

Procurement Specific Training

FY2023 included a refresh of the vendor training program offered by Government Support Services, Contracting Unit. The new program provides a more comprehensive insight into how the State does business, use of existing contracts, under-threshold opportunities, formal bids, business intelligence and contract management after award. The relaunch of the training started out as in-person at our new Dover office to help engage vendors, provide education about the state's procurement process, procedure, expectations, and helpful tips, as well as fostering business-to-business networking.

These trainings are offered inclusively to the entire business community of traditional, diverse, and small businesses. Government Support Services, Contracting Unit continues to meet new vendors as they join us, along with vendors who are repeat attendees, coming for a second or third time to continue to learn more about contracting with the state.